

## Aaron B. Budgor

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### SPECIAL EXPERTISE

- Strategic planning, venture, business development, proposal support and evaluation, studies and analysis
- Technical expertise in C4ISR and NetCentric technologies and operations; distributed Modeling & Simulation and Test & Evaluation; optical sensor technologies; counterterrorism RDT&E
- Operations and program management
- Licensing and commercialization of intellectual property

### EXPERIENCE

#### **Aaron Budgor & Associates**

*President and CEO*

2005 -

Founder of Consulting firm providing technology intelligence, industry analysis, market data, and strategic and tactical solutions to builders, providers, and users of “Network Enabling Capabilities”

- Served as Managing Director of the commercial arm of the World-Wide Consortium for the Grid (W2COG), a 50+ private-government incubator founded to promote the advancement of commercial networking and collaboration research, education, technologies and products and training for rapid deployment of the Global Information Grid Supporting OSD AT&L on transferring commercial business best practices to accelerate acquisition of cybersecurity, missile defense and C4ISR systems of systems capabilities
- Supporting AF classified customer and NATO ACT on development and integration of multi-sensory techniques to improve human cognitive functions to enhance operational collaboration and interoperability
- Provided studies and analyses support to NORTHCOM, SPAWAR and OSD AT&L on wireless, information assurance and Test and Evaluation of cloud computing and SOA technologies
- Consultant to 100+ member NetCentric Operations Industry Consortium on net-centric solutions
- Current clients include Fortune 50 companies, venture capital firms and multinational government agencies

**Bae Systems, Inc.**

*Vice President for Transnational Business Strategies and Deputy CTO ISS Sector*  
2005 – 2005

Responsible for transnational strategic business alliances and Coalition relationships and programs and for cross-Sector technology integration.

- Lead on BAE SYSTEMS US/UK technology and capability relationships
- Developed NCOIC Fellowship Program to provide government collaboration with industry on technical, business and operational issues confronting NetCentric Operations

*Vice President for Technology Strategies and Applications*  
2003 – 2005

P&L and management responsibility for new C4ISR System of Systems Line of Business  
Developed strategic roadmap leading to \$100 million Defense Line of Business within 3 years.

- Generated, from startup, \$12 million dollars in orders within a year in C4ISR, Homeland Security and Missile Defense program acquisitions
- Developed strategy and supported acquisition of FY05 multi-industry Advanced Concept Technology Demonstration (ASAP) on Information and Data Discovery for GIG

**Science Applications International Corporation**

*Vice President, Chief Technology Officer*  
2001 - 2003

Group and Sector responsibility for research and development and strategic partnerships

- Created corporate-wide strategic partnership with Hewlett-Packard Corporation and Silicon Graphics on enterprise management solutions for Federal and Homeland Security marketplace
- Developed software defined IP strategy for next-generation DISA networks, culminating in lead systems integration contract for GIG BE
- Provided NCW technology transition expertise to DARPA and SPAWAR HQ for sensor and information fusion technologies
- Lead a multi-Group and multi-Sector IR&D proposal effort on use of grid computing, data fusion, collaboration and knowledge creation technologies in response to new enterprise level architectures for GIG

*Executive Director (Telcordia Subsidiary)*

2000 – 2001

Responsible for integrating commercial with Government business interests between SAIC and its wholly owned subsidiary, Telcordia Technologies, in areas of technology transfer, commercial investments and spinouts.

- Initiated and consummated joint development, licensing and royalty, and engineering services Agreement for Network Simulation Software with a tier 1 commercial corporation within 3 months with annual revenue of \$2 million
- Supported technical evaluation of business model for SAIC VCC on 3rd round minority investment in high performance computer company valued at \$5 million. Deal was consummated
- Developed a business plan for a Stage II for products and services company involving high performance computing used for monetizing internet transactions. Expected pre-money valuation is \$20 million
- Developed business plan with major banking firm on formation of a \$25 million R&D Joint Venture focused on telecommunications network security technologies
- Creating and managing VAR agreement to bundle network management and planning software for next generation wireless and optical networks for 2 Fortune 500 companies. Expected annual revenue of \$30 million

**Science Applications International Corporation***Vice President, Advanced Government Programs*

1992 – 2000

Responsible for Profit and Loss and business acquisition for \$25 million per annum advanced technology, software development, systems engineering, and integration lines of business for US Government customers.

- Managed activities of 120 technical and support staff
- Oversaw 150 projects involving nuclear, acoustic, electromagnetic and electro-optic sensors, artificial intelligence and sensor fusion technologies, distributed and secure data base management and information systems and software development for wireless telecommunications network simulations
- Major accomplishments include acquisition and management of programs for US Navy on real-time, smart cruise missile and TACAIR re-targeting against Time Critical Targets; for DARPA on simulation testbed for variable bandwidth multi-nodal communications network; for DARPA/DSWA on IT and sensors technologies for treaty verification and counterproliferation initiatives; and for Rome Laboratories and State of New York on defense conversion and technology transfer of DOD technologies to non-DOD and commercial customers
- Provided topic and supported JASONS study on Hard and Deeply Buried Targets localization, characterization and identification

**Office of the Under Secretary of Defense for Acquisition,  
Strategic & Space Systems**

*Deputy Director*

1991–1992

Responsible for technology and acquisition oversight for and cross-service management of \$2 B per year strategic defense surveillance sensor and directed energy systems RDT&E programs.

- Led technical and financial evaluations in support of Defense Acquisition Board of \$20 B in acquisition programs for Theater and National Missile Defense
- Developed defense policy objectives responsive to US Congress
- Major accomplishments included the initiation of an OSD- level study on utility of directed energy to global surveillance and communications; and to precision offense and defense. Developed model that included user requirements and operational deficiencies in order to synthesize joint-service, large-scale, technology demonstrations for these application thrusts. This approach served as a model for DDR&E thrust planning activities, and was utilized by USAF to focus its science and technology investment strategy for lasers.

**Department of the Navy, Space and Naval Warfare Systems Command**

*Program Manager*

1987–1991

Responsible for program development, funding and management of \$60-80 million per year R&D investment portfolio for “Star Wars” surveillance, discrimination, communications and fire control programs.

- Established policy and provided technical direction for 8 US and foreign government laboratory centers of excellence, 40 corporations and 300 professional and support staff
- Defended program activities and funding profile to upper management at SDIO, OSD, and Navy Secretariat. Chaired and served on high- level international committees and delegations.
- Technologies included materials research for passive, electro- and fiber optics, microwave and laser transmitter and receiver components, rocket thruster chemistry, and image processing algorithms
- Managed construction for world’s largest optical radar facility
- Conducted space-based Firefly and Firebird Dem/Val experiments

**Northrop Corporation, Electronics Division***Advanced Applications Manager*

1984–1987

Established new electro-optical systems department capitalized with \$6 million seed funding.

- Hired senior managers and 100 professional staff
- Marketed and acquired within 2 years three major DOD laser radar and laser discrimination research and hardware development programs valued at \$40 million
- Managed technology transfer and scale-up of electro-optical technologies from Corporate Research Laboratory to business unit

**Allied Technologies, Military Laser Products***Engineering Manager*

1982 – 1984

Responsible for engineering, financial and marketing management for \$5 million start-up company in advanced tunable solid state laser systems and associated electro-optic and signal processing components.

- Managed activities of 10 technical and support staff
- Managed development and installation of \$3 million turnkey LIDAR system for space-based remote sensing to NASA and follow-on contract for aircraft qualification

**Rocketdyne Corporation***Business Development Manager*

1980–1982

Responsible for business plan development, marketing and contract acquisition of advanced solid-state, excimer, free-electron and chemical laser programs from DOD, DOE and NASA .

- Acquired and initiated \$100 million of laser hardware and adaptive optics software programs for DOD and DoE customers
- Established cooperative agreements between industrial firms, universities and government to support business acquisitions

**Lawrence Livermore National Laboratory**

*Physicist*

1976–1980

Conducted research and systems engineering for NOVA fusion laser and original research in solid-state and laser physics, nonlinear optics, mathematics, and computer languages.

**EDUCATION**

UCSD, Post-Doctoral Research Fellow, 1976

PhD, Chemical Physics, University of Rochester, 1974

Professorships in mathematics and physics, UCD and University of Mexico

BS, Magna cum Laude Chemistry, UCLA, 1969

Phi Beta Kappa

**PATENTS & PUBLICATIONS**

One Patent awarded and one Patent pending on Chaotic Communications,  
3 books and 200 scientific and management articles.

**MISCELLANEOUS**

Research Professor Naval Postgraduate School

Chief Knowledge Officer of World-Wide Consortium for the Grid

Member of the Cosmos Club

Member of Executive Board MIT Enterprise Forum

Advisory Board member of UCSB Technology Management Program

Trustee of Santa Barbara Museum of Natural History

Board Member Santa Barbara Opera

Board Member California Water Impact Network (C-WIN)

President Montecito Association

Chair Land Use and Transportation Committees Montecito Association

Member on Thousand Oaks, California Master Plan Development